



Transforming Missouri's Economy

October 28, 2010

## Missouri Economic Development Council

What region are you from?



- |                   |     |
|-------------------|-----|
| 1. North          | 11% |
| 2. St. Louis      | 19% |
| 3. Kansas City/NW | 21% |
| 4. South-East     | 6%  |
| 5. South-West     | 13% |
| 6. Central        | 30% |

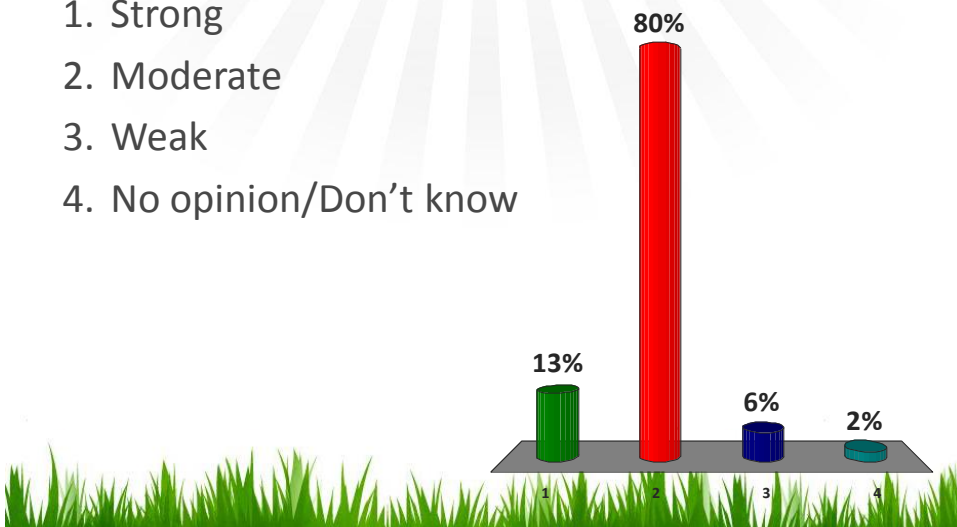
## What type do you represent?

1. Local/Regional economic development agency	39%
2. State/Federal ED agency	15%
3. Workforce/Education agency (local, state, fed)	4%
4. Non-Profit (not ED agency)	2%
5. Government (not ED agency)	20%
6. Utility	11%
7. Private business	0%
8. Other	9%



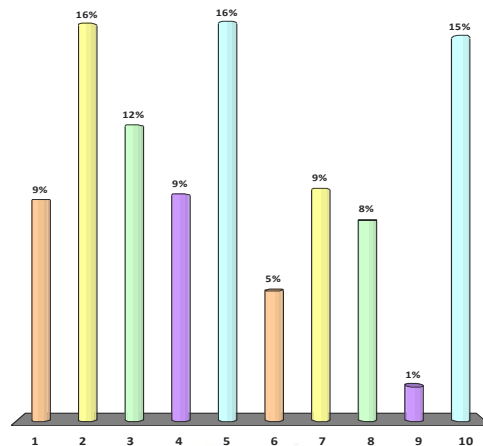
Compared to adjacent states, Missouri's overall business climate is:

1. Strong
2. Moderate
3. Weak
4. No opinion/Don't know



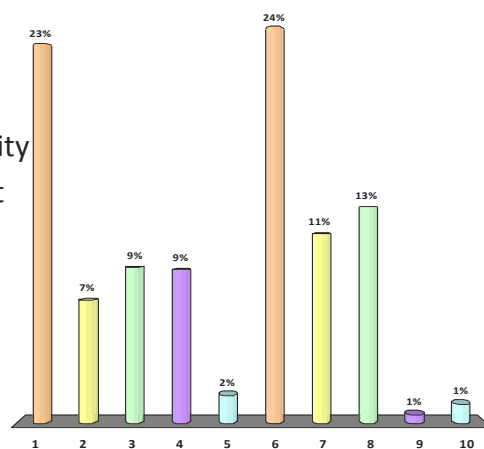
## Missouri's greatest competitive weaknesses (Prioritize top three)

1. Tax structure
2. Workforce skills
3. Business incentives
4. Research/innovation capacity
5. Entrepreneur Development
6. Quality of life
7. Educational systems
8. Infrastructure capacity
9. Export/import assistance
10. Access to capital



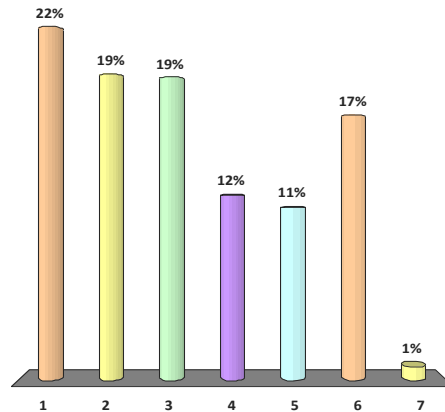
## Missouri's greatest competitive strengths (choose top three)

1. Tax structure
2. Workforce skills
3. Business incentives
4. Research/innovation capacity
5. Entrepreneur Development
6. Quality of life
7. Educational systems
8. Infrastructure capacity
9. Export/import assistance
10. Access to Capital.



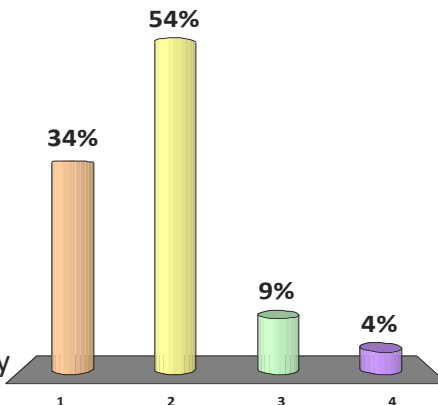
## Please rank the top 2 most serious threats to Missouri's economy?

1. Lack of focus on existing MO companies
2. Lack of focus on start-up companies.
3. Lack of focus on technology based small businesses.
4. Competition from neighboring states
5. Competition from all U.S. states
6. Foreign competition.
7. No opinion/Don't know.



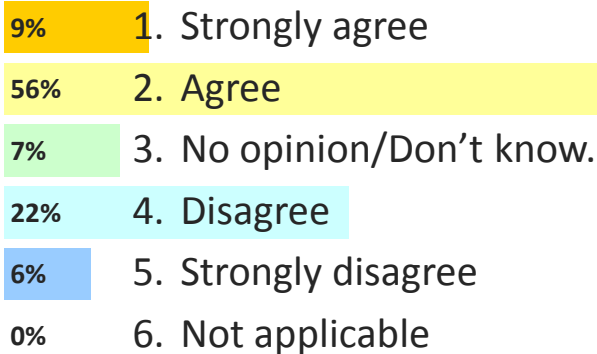
## Please select one answer:

1. Missouri should aggressively entice existing companies from adjacent states in the same metro area to relocate.
2. Missouri should negotiate agreements with adjacent states not to provide incentives to relocate existing companies in same metro area.
3. No opinion/Don't know.
4. Shouldn't offer incentives in any situation.



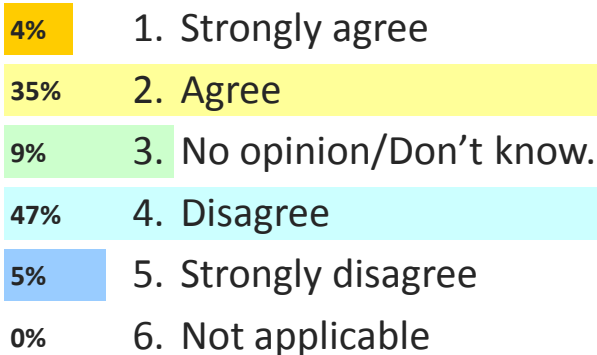
Please reply to the following statement:

“Businesses can find the skilled workers they need  
in my area.”

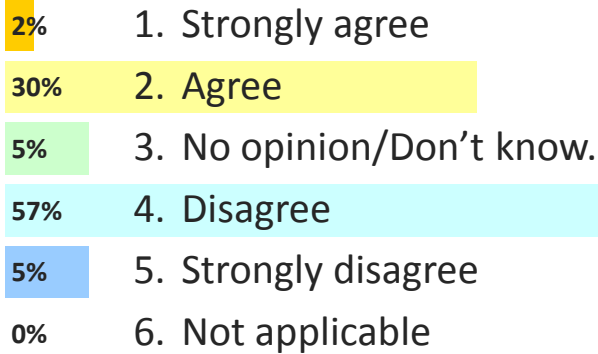


Please reply to the following statement:

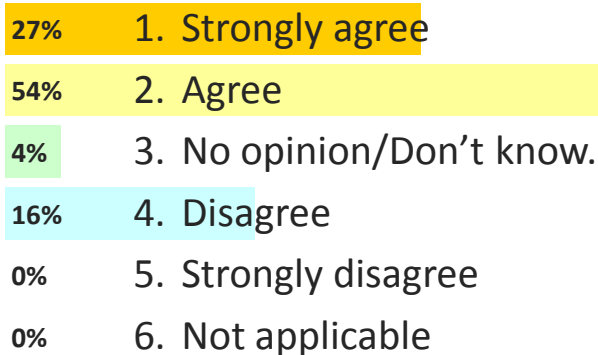
“Workers are skilled in my area, there just aren't  
enough of them.”



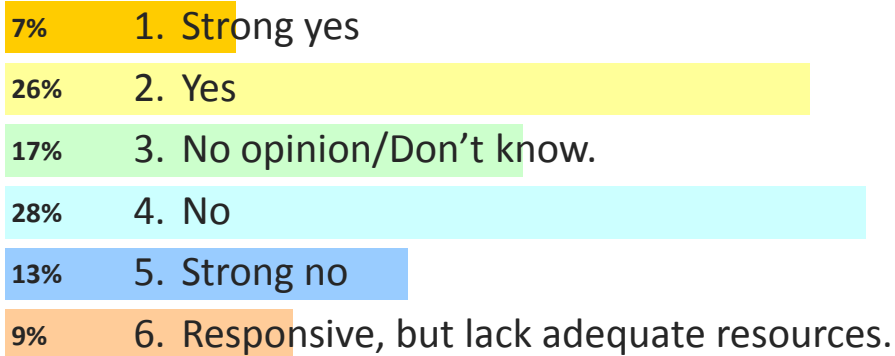
Please reply to the following statement:  
“Workers in my area don’t have the skills  
businesses are looking for.”



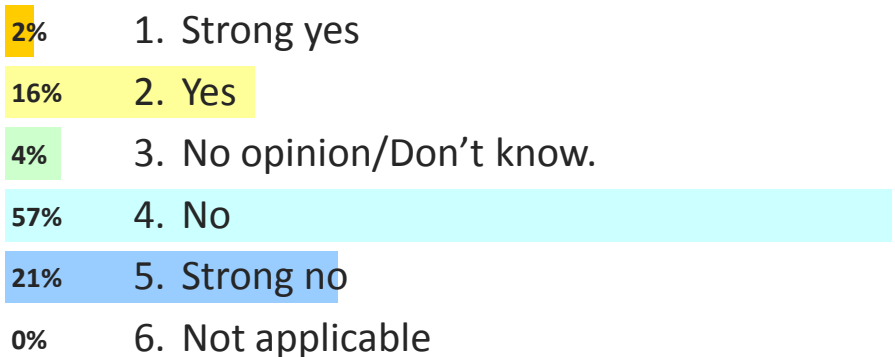
Please reply to the following statement:  
“Our best talent moves away.”



Are regional workforce development organizations responsive to the needs of companies that need training or re-training?

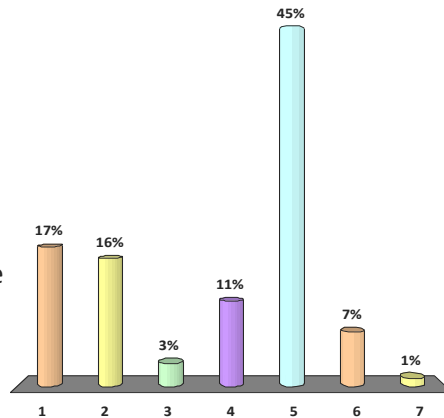


Is there effective coordination between education/training, economic developers and businesses to prepare workers?



## Rank the top 2 potential strategies for improving workforce/training activities, or #6.

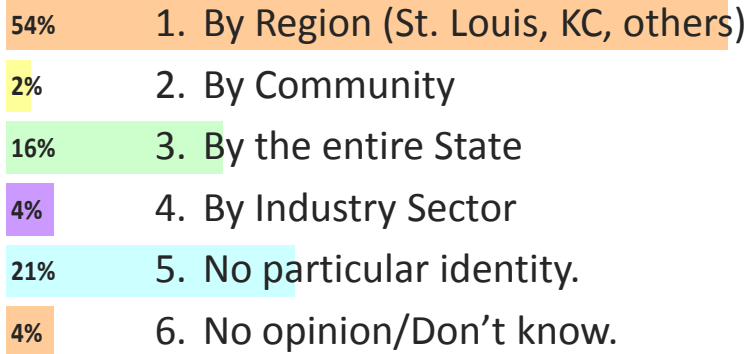
1. Realign the WIB regions to match other regions (ED, RPC, etc.)
2. Transfer WIB activities to Community Colleges.
3. Transfer WIB activities to RPCs.
4. Realign WIB metrics/priorities to match local priorities.
5. Better coordinate WIBs, Career Centers, MO Division of Workforce Dev.
6. Other
7. None of the above.



Should there be the same set of counties for regional agencies related to economic development, workforce, planning/development, and other related functions?

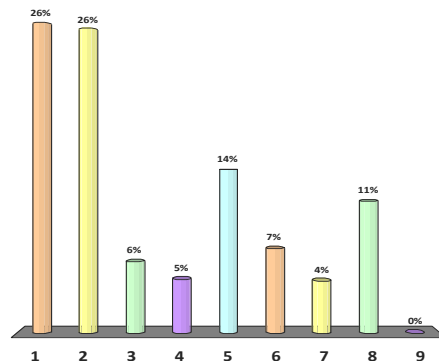
- |     |                           |
|-----|---------------------------|
| 38% | 1. Strong yes             |
| 41% | 2. Yes                    |
| 5%  | 3. No opinion/Don't know. |
| 9%  | 4. No                     |
| 7%  | 5. Strong no              |

## What is your perception of how most companies outside the state view Missouri?

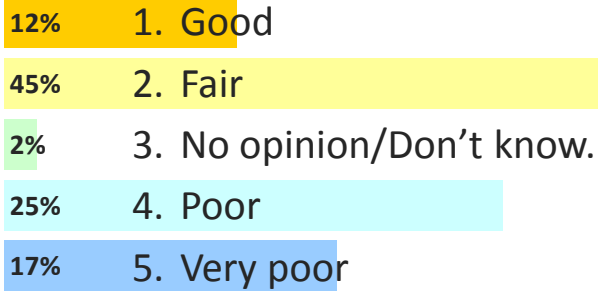


Prioritize your top three activities (in order).  
*(Local ED agencies only.)*

1. Business retention and expansion.
2. Business attraction.
3. Entrepreneur development.
4. Innovation business development.
5. Retail development.
6. Property redevelopment.
7. Workforce development.
8. Infrastructure development.
9. Other

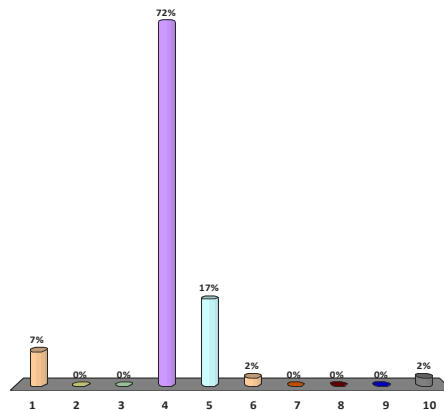


How well are local/regional/state ED agencies, utilities and workforce agencies coordinating and executing existing business retention and expansion strategies?



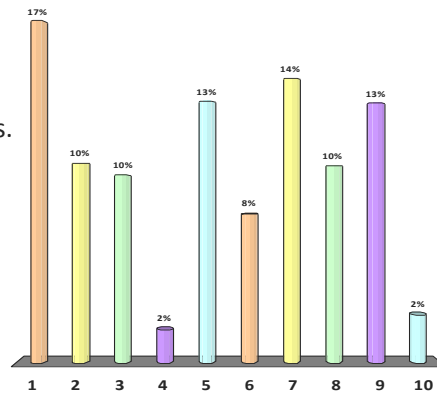
Who should be primarily responsible to lead business retention and expansion efforts. (Select one)

1. State (MO Dept. of E.D.)
2. MEDC
3. Utilities
4. Local Chambers and ED agencies (incl. cities/co.)
5. Regional E.D. agencies
6. Community Colleges
7. Universities
8. Small Bus. And Tech. Development Centers
9. Workforce Investment Boards
10. Don't know

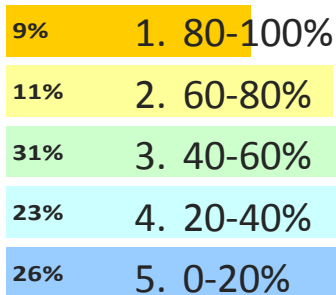


What are the top three reasons why?

1. Location to markets, customers, suppliers, other.
2. Lack of aggressive state/local retention/expansion incentives
3. Unfavorable state/local regulations
4. Lack of interest by local ED agencies.
5. Overall business costs
6. Perceived lack of attention given to existing businesses
7. Workforce issues.
8. Incentive offers from other states.
9. Poor economic conditions.
10. Access to private loans or equity.

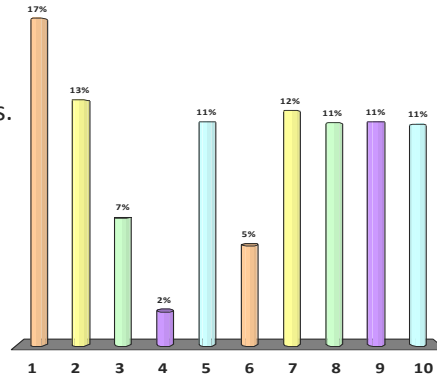


What percentage of your Economic Development Organization's staff time is dedicated to Business Retention/Expansion efforts? (*Local ED agencies only.*)



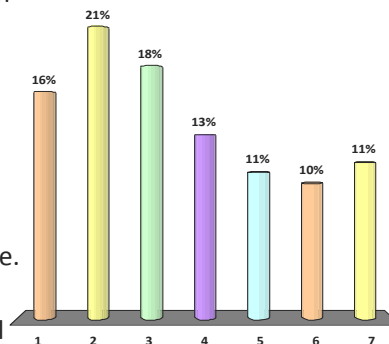
What are the top three limiting factors for existing businesses in Missouri if they want to stay or expand?

1. Location to markets, customers, suppliers, other.
2. Lack of aggressive state/local retention/expansion incentives
3. Unfavorable state/local regulations
4. Lack of interest by local ED agencies.
5. Overall business costs
6. Perceived lack of attention given to existing businesses
7. Workforce issues.
8. Incentive offers from other states.
9. Poor economic conditions.
10. Access to private loans or equity.



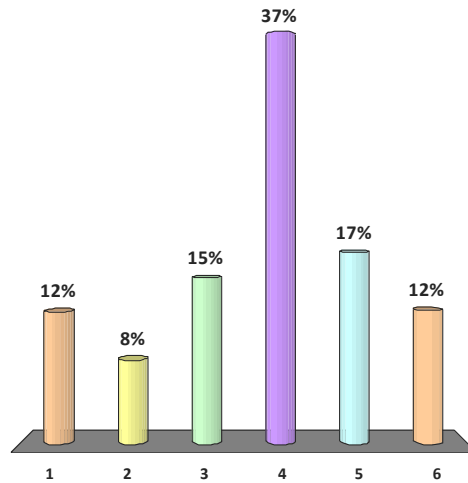
What are the top three elements that are important to the success of a state-wide strategy for Business Retention/Expansion?

1. Increased access to data about existing businesses throughout Missouri.
2. Enhanced business retention/expansion incentives.
3. Training support to local economic development organizations
4. State-provided funding support to local economic development organizations .
5. State-wide coordination of BRE.
6. State-wide access to BRE technology (i.e. Synchronist, others).
7. Coordinated performance metrics of all the BRE partners.



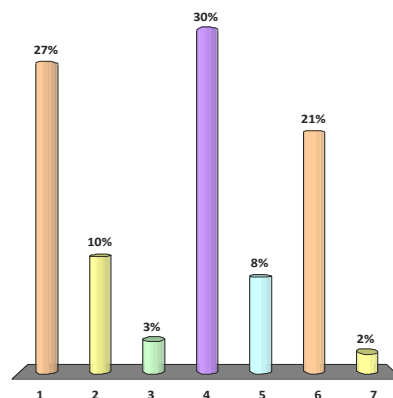
Which of these small business assistance websites do you use the most? (Select top two, or #6)

1. Missouri SourceLink
2. MOBusiness.Net (SBDTC, Extension)
3. State of MO (Home page, business asst.)
4. MO Dept. of Econ. Dev.(Incentives)
5. MO Business Portal
6. None



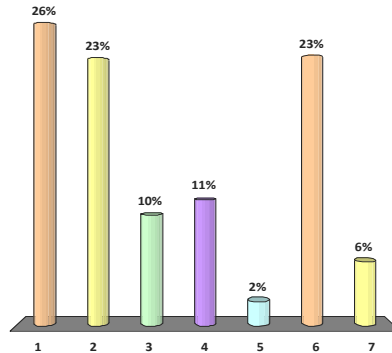
Top 3 types of services that are most needed to foster the growth of entrepreneurs?

1. Business planning.
2. Market data.
3. Office space.
4. Financing.
5. Patent/commercialization assistance.
6. Training/counseling.
7. None of the above.



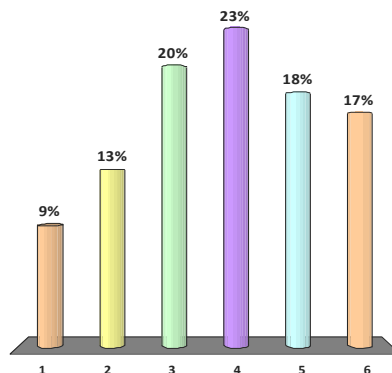
Top 3 types of services does your organization provide for entrepreneurs? *(Local ED only)*

1. Business planning.
2. Market data.
3. Office space.
4. Financing.
5. Patent/commercialization assistance.
6. Training/counseling.
7. None of the above.



Top 3 activities your local K-12 school provides to foster entrepreneurship as a career choice.

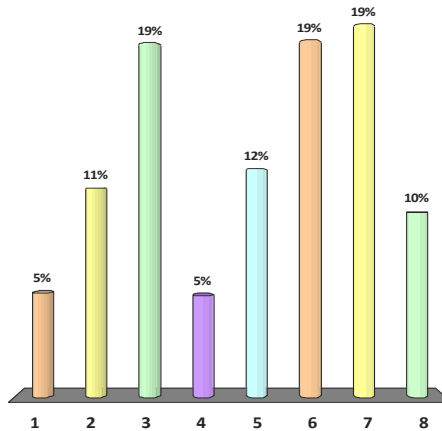
1. Stand-alone class.
2. Integrated in school's curriculum.
3. After-school activities/clubs.
4. Business/School partnerships.
5. Apprentice/mentorship programs.
6. None of the above.



## State business taxes that should be addressed.

(Please select two or #7 or #8)

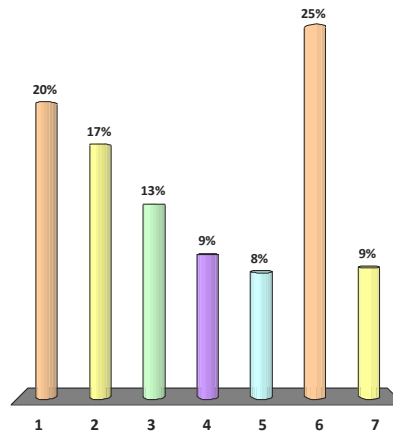
1. Sales and use tax
2. Employer withholding tax
3. Corporate income tax
4. Personal income tax
5. Corporate franchise tax
6. Workers Compensation
7. I believe Missouri's tax structure is fair.
8. No opinion/Don't know.



## Local business taxes that should be addressed.

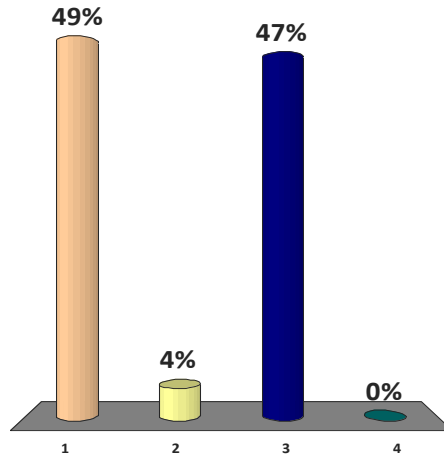
(Please select two or #6 or #7)

1. Real property tax
2. Commercial personal property tax.
3. Sales/Use tax
4. Utility franchise tax
5. Earnings Tax (StL, KC)
6. I believe the local tax structure is fair and needs no adjustment.
7. No opinion/Don't know.



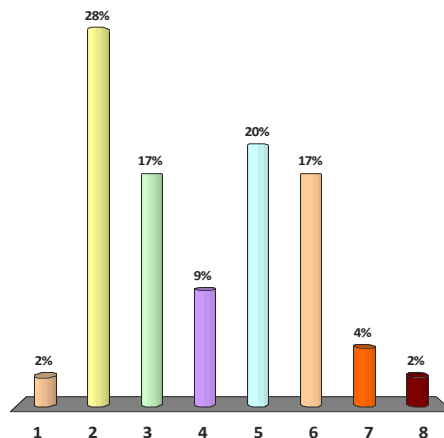
Regarding state and local business incentives: (*Select one*)

1. Incentives are essential to compete with other states.
2. The use of incentives is not needed, and the funds would better be used for infrastructure, training and education.
3. Use incentives for very targeted situations only, and increase funding for infrastructure, training and education.
4. Don't know/No opinion.



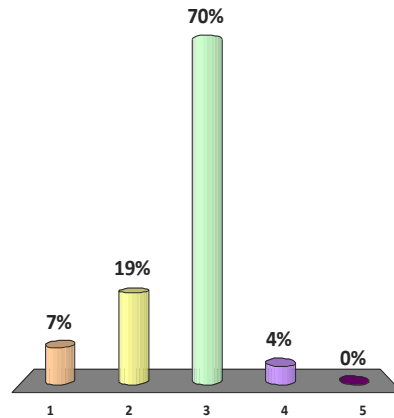
Please rate the state's financial incentive "toolbox" for start-ups or expansion of existing businesses: (*Select one*)

1. Adequate – no problems.
2. Inadequate amount.
3. Adequate, but too complex.
4. Adequate, but wrong type of funding.
5. Adequate, but difficult to obtain discretionary funds.
6. Should focus on targeted industries.
7. No opinion/Don't know.
8. Shouldn't offer such incentives.



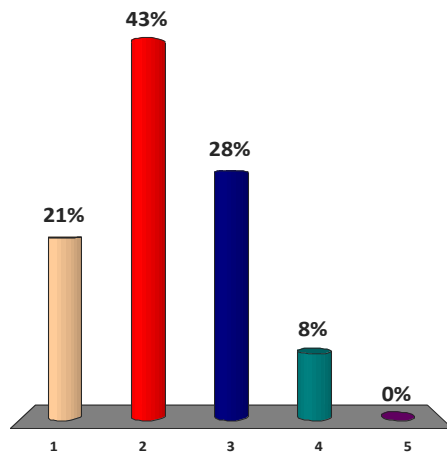
## Elements of a state business incentive program, Part 1: (Select one)

1. Set amount based on a formula for all eligible projects; no discretion; no higher funding for unique situations.
2. Entire amount is discretionary based on economic impact, level of competition or financial need, level of local incentives offered, wage levels, and other factors.
3. A combination of #1 and #2, with a base amount and a potential higher amount that is discretionary.
4. Don't know.
5. Shouldn't be providing business incentives.



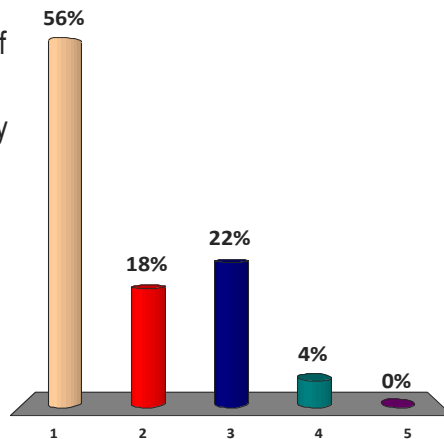
## Elements of a potential combined state business incentive program, Part 3: (Select one)

1. Limit eligibility to "primary" businesses.
2. Same as #1, but provide special treatment for "targeted businesses".
3. Don't limit eligibility to any type of business, including retail.
4. Don't know.
5. Shouldn't be providing business incentives.



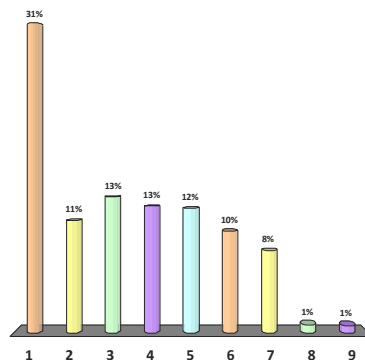
## State and local incentives for retention: (*Select one*)

1. Yes – for any existing “primary” company that has a certain level of capital expansion.
2. Yes – limited to prevent a company from relocating or to assist a company that is about to fold.
3. No – it becomes a never-ending problem that every company will demand their share.
4. Other.
5. Don’t know/No opinion.



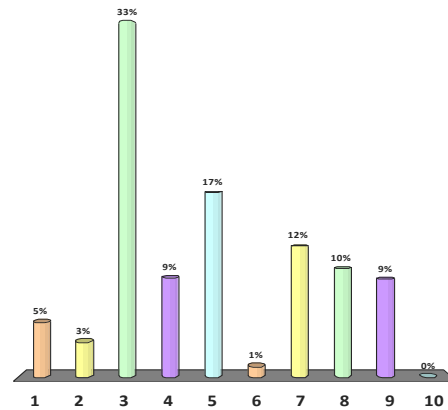
## *Priorities for a state business incentive program.* (*choose top three in order*)

1. Provides an option for up-front funding, when needed and project is determined to be likely successful.
2. Lower wage requirement and minimum new job threshold for EEZs.
3. Provide for new or retained jobs.
4. Provide an additional amount for “targeted businesses”.
5. For larger competitive projects, some of the consideration is based on level of local incentives.
6. Provide higher amount for competitive projects.
7. If not a competitive project, part or all of funds must be repayable over time, which would be re-used for other projects.
8. Don’t know.
9. Shouldn’t be doing business incentives.



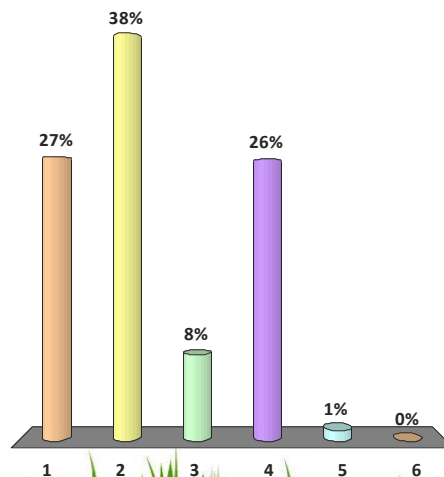
What are the top two things your region should focus on to improve its quality of life?

1. Public safety
2. Health care
3. K-12 Education
4. Higher Ed (2&4 yr)
5. Downtown revitalization
6. Environmental protection
7. "Smart growth" planning
8. Recreation amenities
9. Arts and culture programs
10. No opinion/Don't know.



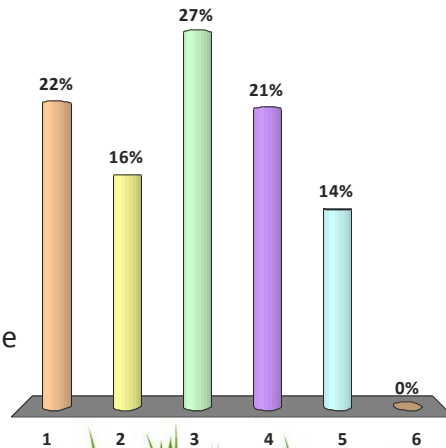
What are the top two reasons you think young professionals (YPs) may not be locating in your region?

1. Not enough "things to do" for young people.
2. Better jobs elsewhere.
3. YP's opinions are not valued by current local leadership.
4. Perceived quality of life issues such as school quality, tolerance of diversity, lack of recreation opportunities, etc.
5. We do not have an issue with YP retention/attraction.
6. No opinion/Don't know.



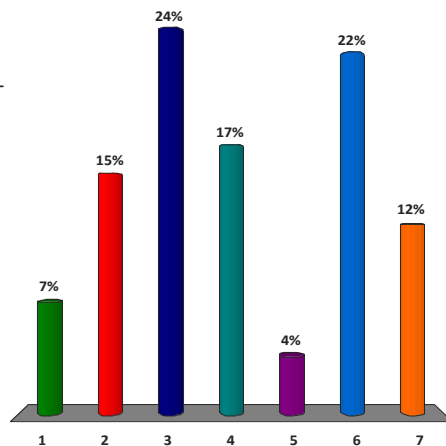
## What are the top two things your region could do to better attract young professionals?

1. Invest in more amenities attractive to YPs.
2. Invest in downtown development /mixed use housing attractive to YPs.
3. Work harder to involve YPs in leadership networks and decision-making.
4. Improve school quality.
5. Become more tolerant of diverse cultures and perspectives.
6. No opinion/Don't know.



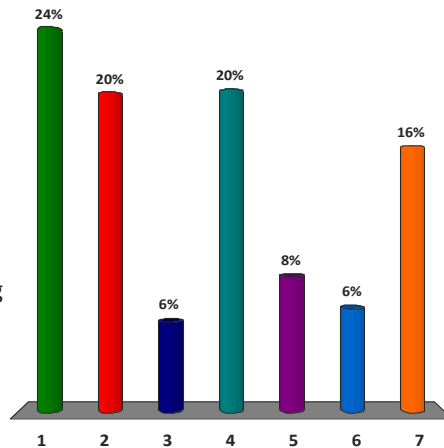
## Part 1: Please rank the top 3 Priority Strategies.

1. Assessment/restructuring the state/local taxation.
2. Increase seed/venture capital funds.
3. Prioritize investments to prepare Pre-K-16 students for high-value careers.
4. Increase state funding for R&D and technology commercialization.
5. Increase efforts to market Missouri domestically and internationally.
6. Invest in development of physical infrastructure.
7. Increase training opportunities for the existing workforce.



## Part 2: Please rank the top 3 Priority Strategies.

1. Increase investments in the state's small-business-assistance capacity.
2. Retool economic development incentives.
3. Streamline and focus target industry sector priorities.
4. Provide better access to small business lending.
5. Prioritize investments in enhancing Missouri's quality of life over creating new jobs.
6. Enhance resources for exporting MO products and services.
7. Better focus on innovation-driven growth and cluster development.



## Part 3: Please rank the top 3 Priority Strategies.

1. 21st Century workforce
2. Existing business support
3. Quality of life initiative
4. Rural development program
5. Target business sector growth
6. Technology and innovation investment
7. Domestic/international marketing
8. Foreign trade initiative
9. Small business development
10. Infrastructure development

